

Italy

Interesting market, with primary Canadian success stemming from niche markets insufficiently large to attract either Italian firms or European majors.

Sweden

Sweden is a captive market for Ericsson, one of the larger global players in telecom. Occasional niche opportunities, and partnering is a viable option for Canadian players with a competitive price structure and very high quality.

Brazil

Recent changes in the rules governing foreign investment and importation of foreign technology have brightened the prospects for Canadian companies considering entry to this market.

Brasilia

Although key contact point for infrastructure projects requiring government involvement and projects relating to operations in the interior of Brazil, relatively little telecom trade conducted through this post.